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STATINTL

# Washington: The People Who Work for the Japanese

By CLYDE H. FARNSWORTH

**WASHINGTON** — Nine years ago, the Japanese were caught off guard by former President Nixon's decision to impose a surcharge on imports, an action that disrupted Japan's export planning and thus one of the driving forces behind its economy. Japan, however, is not likely to be surprised again.

With the same vigor that propelled it to the No. 2 industrial power in the world, Japan has been rapidly expanding its presence in Washington, in sharp contrast with the low profile it kept through the mid-1970's. And its current batch of well-paid and influential consultants, such as William E. Colby, former director of the Central Intelligence Agency, and Frank A. Weil, former Assistant Commerce Secretary for International Trade, would no doubt catch wind of anything affecting Japan today.

For this capital's lawyers, lobbyists, economic consultants, public relations practitioners and a variety of other door-openers, the land of the rising sun is a font of rising fees.

Some of those who represent Japan seek to influence the course of legislation or policies that could affect the country's relations with the United States. And some assist in feeding a voracious appetite for information about the United States and shifts in public opinion that can affect Japan's business with its biggest trading partner.

There is nothing irregular in the Japanese pursuit of friends in Washington. Most foreign governments, companies, both domestic and foreign, and domestic trade associations spend a good deal of time and money trying to figure out what the American Government, in all its diffuseness and complexity, is up to — and how to influence the results to gain a special advantage.

This is the way of Washington — part of the balancing of interests that is at the heart of the American system of government. What is unusual is the scale of the Japanese activities. Some examples:

• Key Washington figures now advise Japanese interests. Former C.I.A. Director Colby was retained by a Japanese organization known as the Center for Study of Political Public Relations; Richard V. Allen, a top foreign policy adviser to Ronald Reagan, provides analysis for Nissan Motor, Japan's second-largest auto company; Bob Keefe, an adviser to the Democratic Party, represents the Japan Ministry of Industry and Trade and the Japan Whaling Association; William D. Eberle, former President Ford's chief trade negotiator, does economic consulting work for Nissan; Former Assistant Commerce Secretary Weil, now a Washington lawyer, represents five Japanese corporate clients, and Daniel Minchew, former chairman of the International Trade Commission, represents the Committee of the 200 Club, an organization founded by Japanese businessmen.

• Many prominent Washington law firms handle Japanese clients. Arter, Hadden & Hemmendinger represents the steel industry; Covington & Burling, Honda Motors; Steptoe & Johnson, Toyo Kogyo; Daniels, Houlihan & Palmeter, the textile industry and the Embassy of Japan, and Tanaka-Walders-Ritger, the Japanese Auto Manufacturers Association.

• Three years ago, there were no more than three or four Japanese corporate offices in Washington. Now there are 25. The latest was Mitsui & Company, one of the country's giant trading concerns, which marked its opening with an all-star reception at the fashionable — and expensive — Madison Hotel. Mitsui subsidiaries account for 10 percent of Japan's exports.

• The foreign agents registration files covering Japan are by far the thickest of any at the Justice Department. Seventy-seven groups or individuals filed as agents for Japanese interests in 1978, with an additional 16 added in 1979. This was more than twice the registrations covering Germany. In 1977, there were only 15 Japanese registrations.

• Reflecting the demand for news about the United States, Japanese newspapers, magazines and radio and television have fielded more correspondents here than in all the European countries combined. At last count, more than 90 Japanese

media representatives in Washington.

• The Japanese Embassy, according to a report in Mainichi, a Tokyo daily with one of the largest circulations of any newspaper in the world, is spending an unusually large sum of nearly \$1 million a year with Washington business for lobbying, investigative and even speech-drafting activities. Several times more than this is spent annually by other units of the Japanese Government, or by Japanese enterprises and a variety of Tokyo-based research groups, for Washington representation and information.

"The Washington presence is a sign of the maturing of Japan and its entry into the world economy in a major way," comments Harald B. Malmgren, a former United States trade negotiator and now a Washington consultant with Japanese as well as European and domestic clients. Other analysts point out that the United States relationship is, in fact, the centerpiece of Japan's foreign policy.

Officials from the State Department and the White House see little to fear in the extensive Japanese information gathering network, although there is some concern in Congress and Japan itself about this growing lobby. One State Department officer who follows Japan says: "The more the Japanese know about what's really going on here, the easier it is to avoid destabilizing shocks."

The Japan lobby, besides being extensive, has received high marks for quality. Representative James R. Jones, Democrat of Oklahoma, one of the Japan experts on the House Ways and Means Subcommittee on Trade, commented: "We used to say that the British and then the Israelis were the best briefed politicians. Now it's the Japanese." He continued: "Not only have they done their homework, but they seem to have the intuitive skills to know how far to push. The talent they employ is the best."

In recruiting American talent, the Japanese have followed the standard practice of employing those with connections in Congress, the executive branch or other parts of the Government. This is part of what is known in

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STATINTL

## Cabinet Alumni Find Experience Brings Business

Last August, a few weeks after he resigned as secretary of transportation, Brock Adams joined a law firm that frequently represents companies in the transportation field.

The firm wasted no time spreading the word that Adams was now a partner. It wrote to the China Ocean Shipping Co., for example, and announced that Adams had joined the

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An Ethics Issue

By Howie Kurtz

Last of Two Parts

firm (despite President Carter's plea that he remain in the Cabinet). The firm also boasted of its ability to protect the interests of other clients dealing with the Transportation Department.

In October, the Chinese company wrote back that Adams' firm — Houger, Garvey, Schubert, Adams and Barer — would now be its official Washington law firm at \$95 an hour.

Before long, Adams had registered as a foreign agent not only for the Chinese shippers, but also on behalf of the Japan Deep Sea Trawlers Association and the Hokuten (Japan) Trawlers Association. And he registered as a lobbyist on Capitol Hill for several railroads and grocery firms concerned with transportation matters.

Adams' thriving law practice is far

from unusual. A number of other former Cabinet members also are representing companies they used to regulate before Congress, the federal bureaucracy and, in some cases, before their former department as well.

Recently, for example, Ford Motor Co. hired Adams' Republican predecessor, William T. Coleman, to defend it against a probable massive recall order by the department Coleman once headed.

Among the other one-time top officials whose firms are representing clients before the government — including varying degrees of lobbying by the officials themselves — are former Attorney General Griffin B. Bell, former HEW Secretary Joseph A. Califano Jr., former Secretary of State William P. Rogers, former HUD Secretary Carla Hills, former SEC chairman Roderick M. Hills and former CIA director William Colby.

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• Former CIA director William Colby is registered as a foreign agent for a Japanese firm called the Center for Study of Political Public Relations. He has been paid more than \$50,000 for his advice on such issues as steel exports and the Japanese whaling industry.

"They retain me to interpret some Japanese-American issues," Colby said. "I've never been asked to lobby (by any client) and I haven't done so." Colby, who headed the CIA during the Nixon-Ford years, said he has appeared before federal agencies on behalf of several other foreign countries, but that this involved "straight legal work. I've tried to avoid any conflict or near conflict."

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FOR PUBLIC AFFAIRS STAFF

PROGRAM	The Today Show	STATION	WRC TV NBC Network	
DATE	June 17, 1980	7:00 AM	CITY	Washington, DC
SUBJECT	Interview with William Colby			

TOM BROKAW: It turns out these plants we have behind us, if some of them had been planted by the CIA, they may be spying on us, for all we know. That's the latest disclosure about some exotic weapon experiments carried out by the CIA, the bizarre arsenal reportedly includes bomb-carrying animals and using plants as spies.

Former Director of the CIA William Colby in our Washington studios this morning with just a small smile on his face as we begin all of this. He's there with Bob Abernethy.

BOB ABERNETHY: All of us are fascinated, of course, by the gadgetry of your former profession. I want to begin with some of that. Electric nets, electric stun guns, for instance. Were they in fact developed, and what for?

WILLIAM COLBY: Well, this kind of a weapon -- I don't remember any particular one, especially. But when you're dealing with terrorists, you want to capture them alive. It's too easy to shoot them. But then after you've shot them, you don't have the information in their heads.

ABERNETHY: An electric stun gun. That was developed. Wires going out...

COLBY: Well, you know, we have an anti-tank missile that shoots with two wires that go with it. And why not use the same technique of guidance and control for a device that will stun you quietly for a while, so that you can be captured.

ABERNETHY: Was such a thing used?

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COLBY: I don't know that it was ever used, no. And I'm really not that well informed on the details of some of these experiments. But it seems like a very reasonable kind of a thing, a thing we ought to look into.

ABERNETHY: In one or some of the documents just made public, at the request of The New York Times, under the Freedom of Information Act, there's also a reference to calibrated black-jacks, marshmallow barrages, and peace pills.

Do you know what they are?

COLBY: Well, it sounds like the kind of thing that you want to be able to disarm somebody, make him docile; a peace pill, for instance, make him peaceful. It didn't work out, apparently. It was tried and didn't operate.

A marshmallow barrage leaves me totally baffled. But it certainly can't be very lethal.

ABERNETHY: It doesn't sound like it'd kill you.

How about that jet-propelled medicine ball? That was a murder weapon, wasn't it?

COLBY: Well, that, apparently, was used by the Soviets, that kind of a thing. And certainly we watched the Soviet development of a variety of kinds of gadgets and devices. It's an obvious point. You take a small shot of a shotgun and put poison in it. Certainly that could stun somebody. It could kill somebody. It depends on what you put in it.

ABERNETHY: Assassination is specifically forbidden...

COLBY: That's right.

ABERNETHY: ...now for the CIA

COLBY: And I'm delighted to say that I had something to do with prohibiting it.

ABERNETHY: But what about the development of assassination devices? Is that still going on, do you know?

COLBY: Oh, I doubt it. No. If you're not allowed to assassinate, you're going to develop the things necessary to do so. And, clearly, it would be very dangerous to do so today, because of the criticism that would arise. So, no.

On the other hand, I assure you there will be weapons developed that could help one of our agents operate in some black al -- back alley, where he has to protect himself. And it

might be a very special kind of a weapon which could disable or even kill an assailant.

ABERNETHY: Is there a tendency within the CIA -- I would suspect there is -- to develop exotic weapons -- I don't mean this frivolously -- almost for the fun of it, almost to see what you can come up with?

COLBY: Well, I think you'll find in any university, any corporation that your research people are encouraged to be imaginative, to think out ahead. Now, in the CIA they start out ahead in satellite photography, in undersea operations. We listen to the murmurs of the earth, to listen -- to identify nuclear blasts on the other side of the world, to use all the potential of science and technology to help us and to protect us.

ABERNETHY: And in your time, you were also interested in animals, using animals...

COLBY: Oh, certainly. You know, we've used animals in national struggles for centuries. Hannibal used elephants and Lawrence used camels.

ABERNETHY: Did you ever use a bird to plant a listening device?

COLBY: Well, we've experimented with that. And as far as I'm concerned, it's a pretty good device. After all, if a bird can take something, put it inside the Kremlin someplace, I'd be all for that. It's a lot easier than struggling in there myself.

ABERNETHY: You were also interested in mind-altering drugs, in ESP, and that kind of thing, weren't you?

COLBY: Well, we particularly looked into those possibilities, either as they might be used against us or in the ways in which we might be able to use them.

For instance, if we could find some good ESP technique which would allow us to identify what Mr. Brezhnev is thinking in the course of a negotiation, I assure you we'd like to know it. And so long as it doesn't hurt him and he doesn't know about it, I'd use it if I had the capability to. We use photographs, we use everything else. And why not use that?

It never worked out. It turned out to be totally unreliable, after the careful experiments. And so no further action was taken on it.

ABERNETHY: If you were Director of Central Intelligence today, what kinds of things would you be encouraging the people

who invent these things to look at?

COLBY: Oh, I'd go into some of the things that haven't been developed very much: What kinds of potential is there in the whole field of sonic waves, audio, low-intensity, high-intensity? What are the possibilities for the use of plant life and DNA? Are there some potentials over there?

One of these experiments apparently involved the case of a fellow who thought that the plants reacted somehow to your emotional state and to your feelings. Well, it sounds absurd, but it's worth looking into. Because if it happens to be true, it's fairly significant. After all, an animal can tell a lot about you by the way you react in ways that you don't display to me. I mean an animal who can warn you of that. Fine. I'd like to use him.

There's nothing wrong with experimenting in it. You're not hurting anybody. And you may find out something that would be important for our country.

ABERNETHY: Mr. Colby, many thanks.